

Message Text

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70

ORIGIN ARA-10

INFO OCT-01 ISO-00 L-03 EB-07 SS-15 CIAE-00 INR-07 NSAE-00

COME-00 TRSE-00 H-02 OPIC-03 NSC-05 INRE-00 NSCE-00

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DRAFTED BY ARA/AND/E - MR. ALLITTO:LEE

APPROVED BY ARA - JGRUNWALD

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FM SECSTATE WASHDC

TO AMEMBASSY QUITO IMMEDIATE

C O N F I D E N T I A L STATE 258910

E.O. 11652: GDS

AGS: ENRG, PFOR, EC

SUBJECT: GOE-GULF NEGOTIATIONS

REF: QUITO 7437

1. FOLLOWING IS THE TEXT OF THE GULF REPLY TO CEPE'S
LETTER OF OCTOBER 15:

QUOTE: SENOR GERENTE GENERAL: HAGO REFERENCIA A SU
ATENTO OFICIO NO. 5831-76-SG DEL 15 DE OCTUBRE DE 1976.
ESTAMOS MUY DE ACUERDO EN QUE LAS NEGOCIACIONES PARA LA
ADQUISICION DE LOS INTERESES DE GULF SE LLEVEN A CABO LO
MAS PRONTO POSIBLE. A NUESTRO PARECER LAS BASES APARA
DICHAS NEGOCIACIONES DEBEN ESTABLECERSE EN LAS CONVERSA-
CIONES INICIALES. DICHAS BASES NECESARIAMENTE DEBERAN
INCLUIR: EL VALOR ACTUAL DE LOS ACTIVOS, INCLUYENDO EL
OLEODUCTO, SEGUN AUDITORIA INDEPENDIENTE, RESOLUCION DE
RECLAMOS PENDIENTES, PROCEDIMIENTO PARA ENTREGA A CEPE DE
LA PARTICIPACION GULF, Y LOS TERMINOS Y CONDICIONES DE
PAGO.

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NUESTROS REPRESENTANTES AUTORIZADOS PARA LAS NEGOCIACIONES
SERAN:

T.A. O'BRIEN - ENCARGADO DE NEGOCIACIONES
E. HARKINS - ASESOR LEGAL

J.S. GRAVES - ASESOR FINANCIERO

OTROS REPRESENTANTES PODRAN SER NOMBRADOS SEGUN LOS RE-
QUERIMIENTOS DEL CASO.

AGRADECEREMOS AL SENOR GERENTE GENERAL NOS INFORME LOS
NOMBRES DE LOS REPRESENTANTES DEBIDAMENTE AUTORIZADOS POR
EL GOBIERNO DEL ECUADOR Y TAMBIEN LA FECHA DE INICIACION
DE NEGOCIACIONES.

DEL SENOR GERENTE GENERAL,

MUY ATENTAMENTE, T.A. O'BRIEN. END QUOTE

2. FYI: GULF COUNSEL GLENN LUCAS SAID THAT GULF WAS
COMPLETELY IN THE DARK AS TO THE FOLLOWING:

A. WHO IS THE CHAIRMAN OF THE GOE'S SPECIAL COMMITTEE
FOR NEGOTIATIONS?

B. WHO WILL BE ON THAT COMMITTEE?

C. WHEN WILL NEGOTIATIONS BEGIN?

D. HAVE ANY GOE DECREES BEEN ISSUED CONCERNING THE NEGO-
TIATIONS?

E. IS IT ALL RIGHT FOR GULF TO REFER TO THE GOE LETTER
OF INTENT DURING NEGOTIATIONS?

3. COUNTRY OFFICER FOR ECUADOR ALLITTO REPLIED THAT
NEITHER THE DEPARTMENT NOR THE EMBASSY HAD ANSWERS TO
2 A-D YET, BUT THAT THE ANSWER TO 2 E WAS THAT GULF COULD
AND SHOULD REFER TO ITS UNDERSTANDING OF THE CONTENT OF
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THE GOE LETTER DURING NEGOTIATIONS, IF NECESSARY, BUT
SHOULD NOT SHOW OR STATE THAT GULF POSSESSED A COPY OF
THE SIGNED LETTER. ALLITTO ADDED THAT HE WOULD BE DRAFTING
A LETTER FROM ASSISTANT SECRETARY GRUNWALD TO GULF REITER-
ATING THAT LAST POINT. ROBINSON

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Margaret P. Grafeld
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